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Message Text

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PAGE 01 STATE 205139
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INFO OCT-01 ARA-10 ISO-00 EB-08 /019 R

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APPROVED BY EB/OCA:WERAU
COM/BED/OED/MEPD/JNRANDOLPH,JR.
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STATE/ARA/AND/E/MGUERRA
COM/BIEPR/OCA/RRODRIGUEZ
STATE/EB/TCA/OCA/WRAU
ARA/ECP:WSKOK (INFO)
----------090630 141926Z /47
P 141913Z AUG 78
FM SECSTATE WASHDC
TO AMEMBASSY QUITO PRIORITY

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E.O. 11652: N/A

TAGS: BENC, EC

SUBJECT: U.S. EXPLORATORY TEAM FOR PROJECT DEVELOPMENT

REF: STATE 133175

SUMMARY: U.S. EXPLORATORY TEAM FOR PROJECT DEVELOPMENT (GRUPO DE DISCUSION PRELIMINAR DE LOS ESTADOS UNIDOS PARA EL DESARROLLO DE PROYECTOS) PROPOSES VISITING ECUADOR SEPTEMBER 10 FOR ONE WEEK TO EXPLORE POSSIBILITIES FOR U.S.-ECUADORAN COOPERATION ON ECUADOR'S DEVELOPMENT PLANNING AND MAJOR PROJECT IMPLEMENTATION. REQUEST EMBASSY CONTACT MINISTRY OF INDUSTRY, COMMERCE, AND INTEGRATION TO MAKE ARRANGEMENTS FOR VISIT. END SUMMARY.
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1. SINCE BRIEFING AMBASSADOR GONZALEZ JULY 25, COMMERCE HAS FLESHED OUT TENTATIVE PLAN FOR SENDING SUBJECT TEAM TO ECUADOR. TEAM CONSISTS OF STEPHEN M. CONGER,DIRECTOR, DOC MAJOR EXPORT PROJECTS DIVISION (LEADER) AND R. DUANE MONICAL, PRESIDENT, AMERICAN CONSULTING ENGINEERS COUNCIL (ACEC). CONDITIONAL UPON EMBASSY AND GOE APPROVAL, TEAM

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WOULD HOLD DISCUSSIONS WITH ECUADORANS WEEK OF SEPTEMBER
10.

2. BACKGROUND: PROPOSED TEAM VISIT IS AT SPECIFIC REQUEST
OF GOE, TRANSMITTED BY AMBASSADOR YCAZA LAST MONTH TO
CONGER. THE INVITATION IS, IN TURN, A RESPONSE TO A CALL
ON YCAZA FOR PURPOSE OF RESPONDING TO GOE REQUEST, WHICH
MINISTER OF INDUSTRY, COMMERCE AND INTEGRATION MONTANO
EXPRESSED DURING MAY 16 CALLS ON ACTING SECRETARY OF
COMMERCE HASLAM AND DEPUTY ASSISTANT SECRETARY FO COMMERCE
MORAN, FOR U.S. ASSISTANCE TO GOE IN ESTABLISHING
ECUADOR'S DEVELOPMENT PRIORITIES AND IN PLANNING AND
IMPLEMENTING MAJOR INDUSTRIAL AND INFRASTRUCTURE
PROJECTS.

3. COMMERCE AND STATE HAVE DISCUSSED THIS SUBJECT AND
AGREE THAT THIS IS AN OPPORTUNITY TO FOSTER GREATER U.S.
PRIVATE SECTOR PARTICIPATION IN ECUADOR'S DEVELOPMENT
PROGRAMS AND PROJECTS BY ESTABLISHING U.S. CONSULTING
FIRMS IN ECUADOR'S GOVERNMENT PLANNING AND PROJECT
REVIEW AND IMPLEMENTATION MACHINERY. COMMERCE AND STATE
FURTHER CONCUR THAT WE SHOULD BE RESPONSIVE TO THE GOE
BY SENDING A TEAM TO ECUADOR, AND THAT THE FOCUS OF THE
DISCUSSIONS SHOULD BE LIMITED TO ADDRESSING GOE PLANNING
NEEDS AND PROJECT REQUIREMENTS -- ESPECIALLY WITH RESPECT
TO INFUSION RELEVANT U.S. TECHNOLOGY (WHICH LIES
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PREPONDERANTLY WITHIN U.S. PRIVATE SECTOR). THE TEAM
WOULD NOT BE PREPARED TO DISCUSS THE TRADE POLICY ISSUES
RAISED BY MINISTER MONTANO DURING HIS U.S. VISIT SUCH
AS GSP, SUGAR, RECLASSIFICATION OF XANTHOPHYLL, ETC.

4. INCLUSION OF PRESIDENT OF ACEC, MR. MONICAL, AIMED
AT EMPHASIZING PRIVATE SECTOR APPROACH TO GOE-U.S.
DISCUSSIONS. ACEC IS THE MAJOR TRADE ASSOCIATION OF THE
U.S. CONSULTING ENGINEERING INDUSTRY, REPRESENTING 3350
MEMBER FIRMS INCLUDING LEADING U.S. CONSULTING FIRMS
ENGAGED IN INTERNATIONAL WORK. MR. MONICAL IS ALSO
PRESIDENT OF MONICAL ASSOCIATES OF INDIANAPOLIS,
INDIANA, AND A WORKING ENGINEER EXECUTIVE.

5. IN MEETING JULY 27, AMBASSADOR YCAZA WAS RECEPTIVE
TO STRUCTURE, FOCUS, AND TIMING OF THE VISIT AND APPROVED
TEAM NAME PARA ONE, ABOVE.

6. AMBASSADOR YCAZA SUGGESTED AMBASSADOR GONZALEZ CALL
ON MINISTER MONTANO TO INITIATE ARRANGEMENTS FOR VISIT.

ACCORDING TO AMBASSADOR YCAZA, TEAM MUST BEGIN DISCUSSIONS

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WITH CALLS ON MINISTER MONTANO AND MINISTER OF FINANCES AND PUBLIC CREDIT. YCAZA ALSO INDICATED PERSONAL INTEREST MEETING WITH TEAM IN HIS NEW CAPACITY AS PRIVATE BUSINESS-MAN. WE RELY ON EMBASSY'S JUDGEMENT AND MINISTER MONTANO'S SUGGESTIONS FOR SCHEDULING OTHER APPROPRIATE MEETINGS. U.S. TEAM PREPARED TO DISCUSS SUCH TOPICS AS: (1) ECUADORAN NEEDS AND PRIORITIES FOR DEVELOPING ITS VARIOUS ECONOMIC SECTORS; (2) POSSIBLE GOVERNMENT-TO-GOVERNMENT MODALITIES FOR COOPERATION ON PROJECT PLANNING; (3) TECHNIQUES FOR SOLICITING AND EVALUATING PROJECT BIDS AND MANAGING PROJECT IMPLEMENTATION; (4) U.S. PRIVATE SECTOR CAPABILITIES FOR PLANNING, DESIGNING AND IMPLEMENTING MAJOR INFRASTRUCTURE AND INDUSTRIAL PROJECTS.

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7. TEAM WOULD PLAN TO ARRIVE QUITO SEPTEMBER 8 OR 9 SO AS TO BE READY FOR WORK EARLY MORNING SEPTEMBER 10. MEMBERS COULD REMAIN IN ECUAODR THROUGHOUT AS MUCH OF

ENTIRE WEEK AS EMBASSY MAY ADVISE. THEY WOULD ALSO BE WILLING TO VISIT GUAYAQUIL AND/OR OTHER CITIES IF EMBASSY BELIEVES IT WOULD SIGNIFICANTLY ADVANCE TEAM OBJECTIVE (PARA THREE, ABOVE).

8. IT IS IMPORTANT TO KEEP IN MIND THAT THE TEAM IS NOT A PROMOTIONAL VEHICLE. PUBLICITY SHOULD BE AVOIDED OR MINIMIZED IN ORDER TO PREVENT AROUSING ECUADORAN EXPECTATIONS FOR MORE INVESTMENT AND TRADE OR FOR A BILATERAL COMMISSION. VANCE

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Message Attributes

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Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
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